

# AMATA VN

## Public Company Limited

**Financial Performance Results for the period ended June 30, 2019**

AMATA  
SMART CITY



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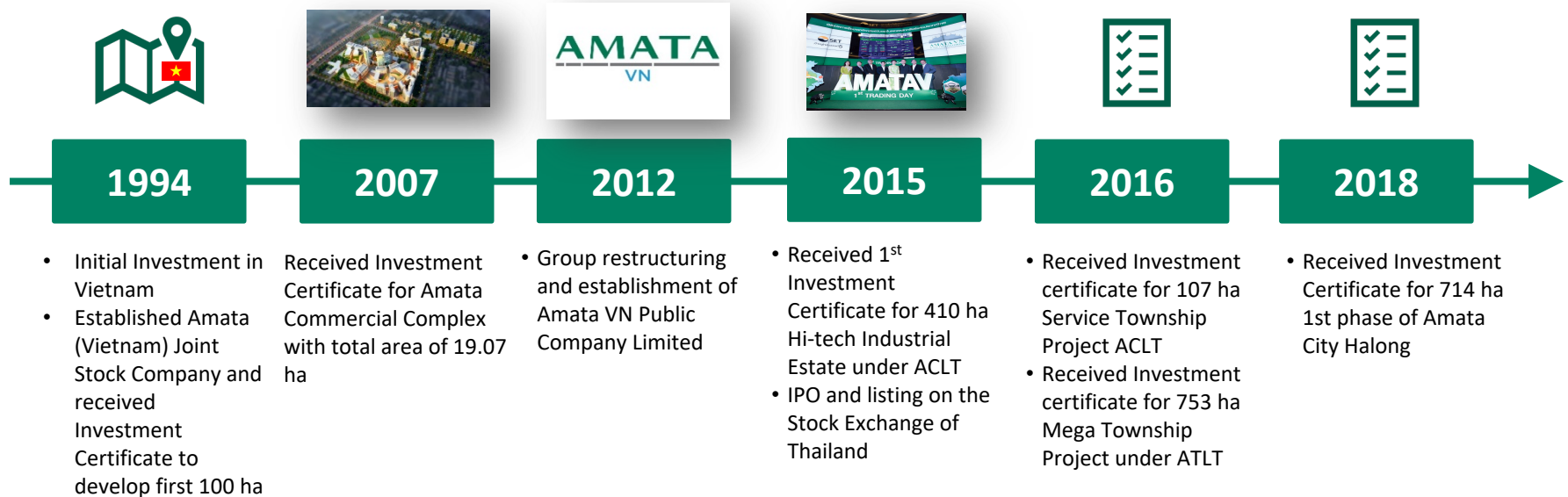
# **Amata VN Overview**

## **2Q-2019 Financial Results**

## **Looking Ahead**

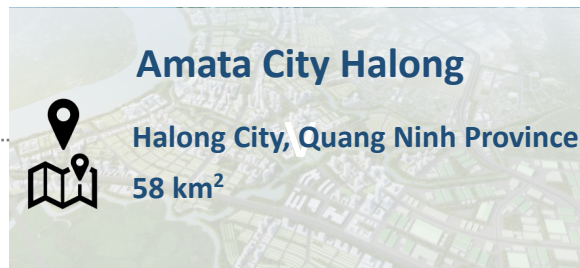
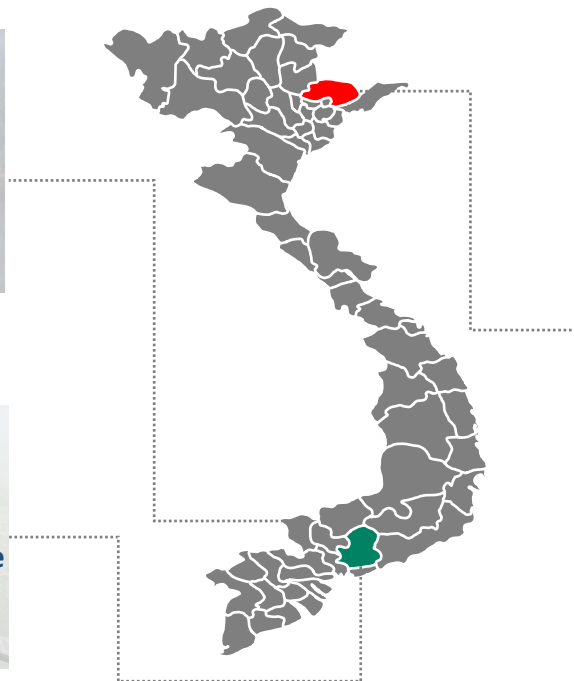
## **Appendix**

# Key Milestones

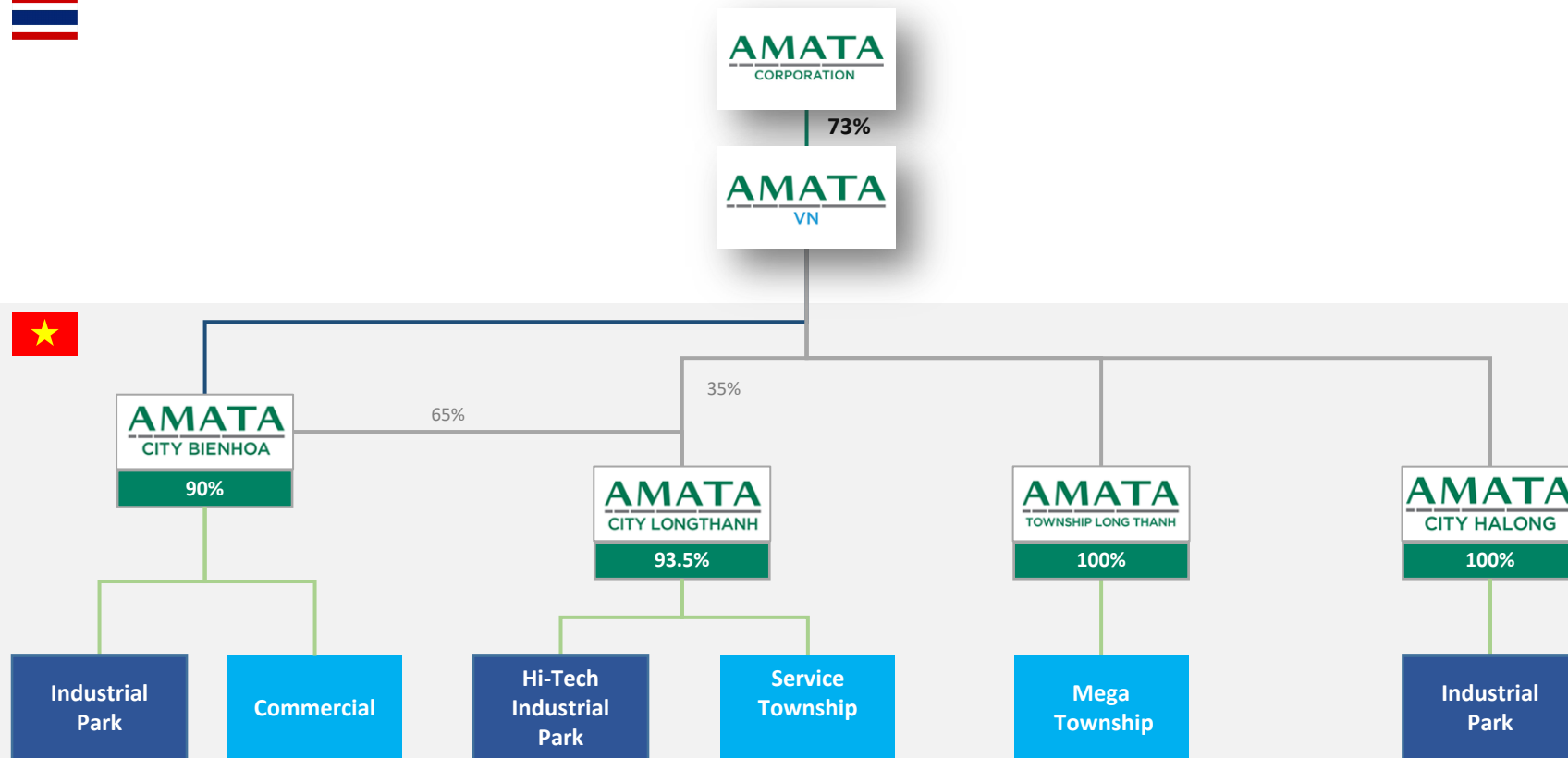


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# Project Overview



# Group Shareholding Structure



**Amata VN  
Overview**

**2Q-2019  
Financial  
Results**

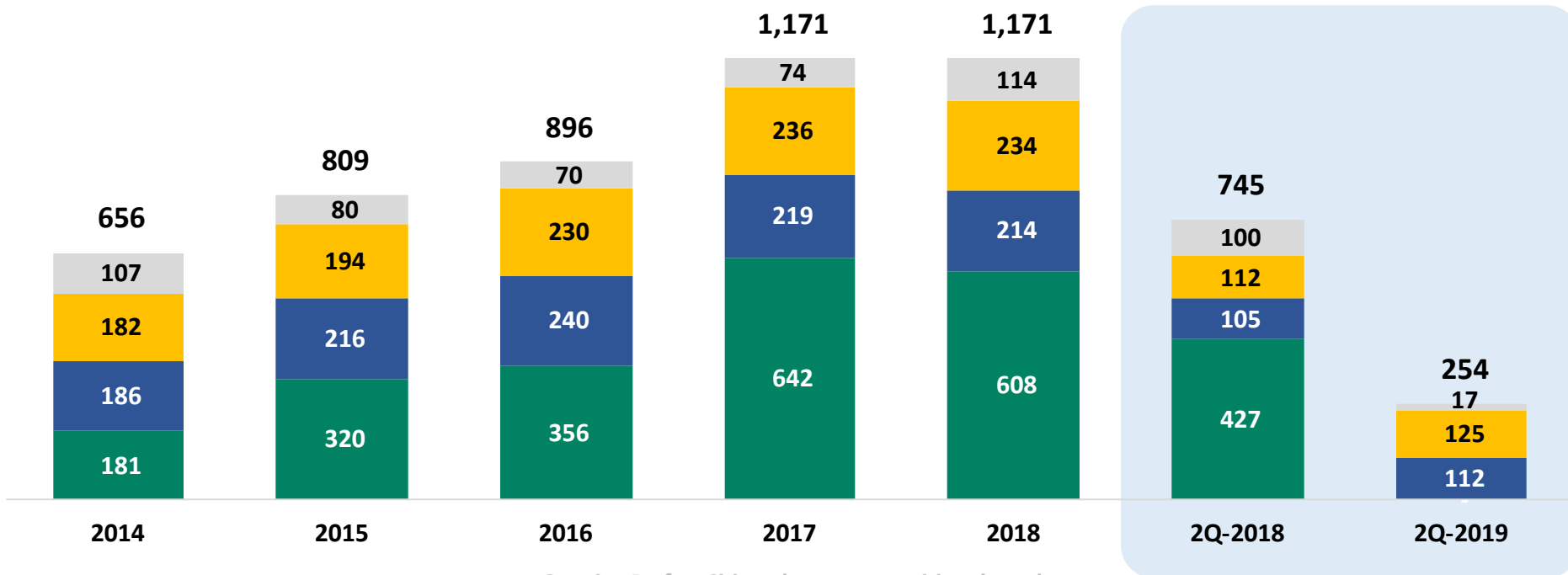
**Looking Ahead**

**Appendix**

# Revenue Breakdown by Business Type [2014 to 2Q-2019]

## Total Revenue (THB mn)

Real Estate Sales Utility Services Rental Others

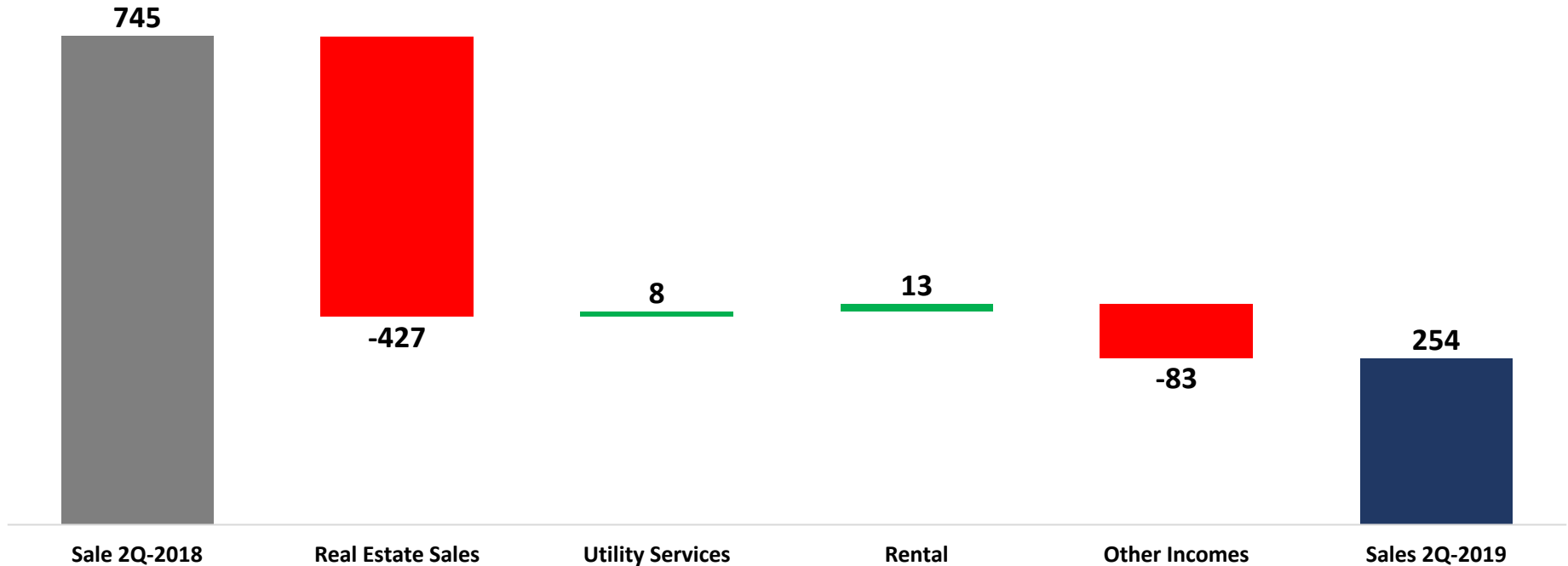


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# Analysis of Change on Revenue

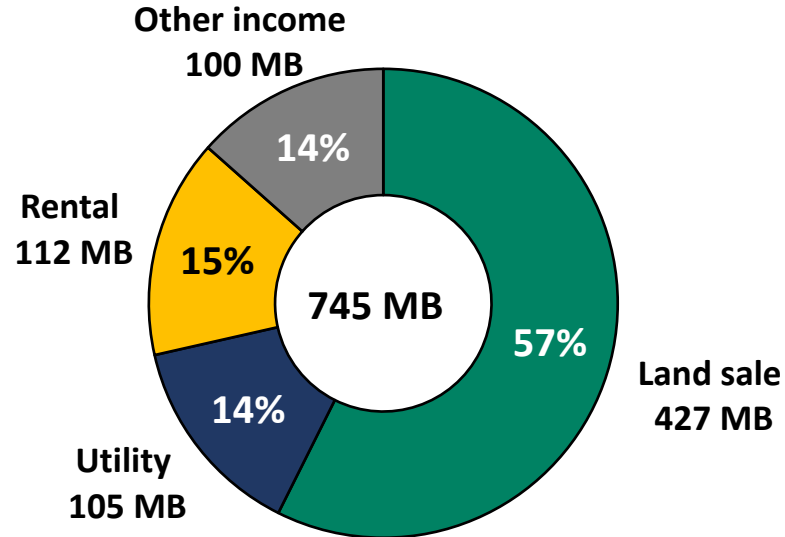
Unit : M. THB



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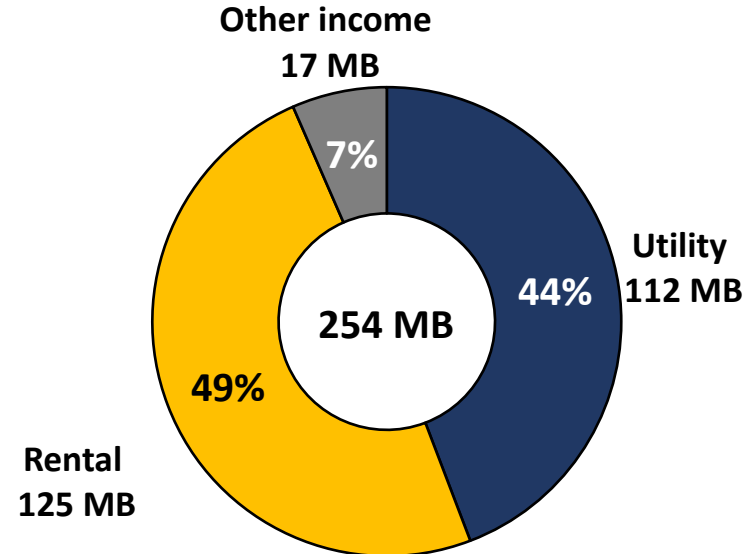
# Revenue Breakdown

2Q-2018



**\*Land Sales : Recurring  
66% : 34%**

2Q-2019



**\*Land Sales : Recurring  
0% : 100%**

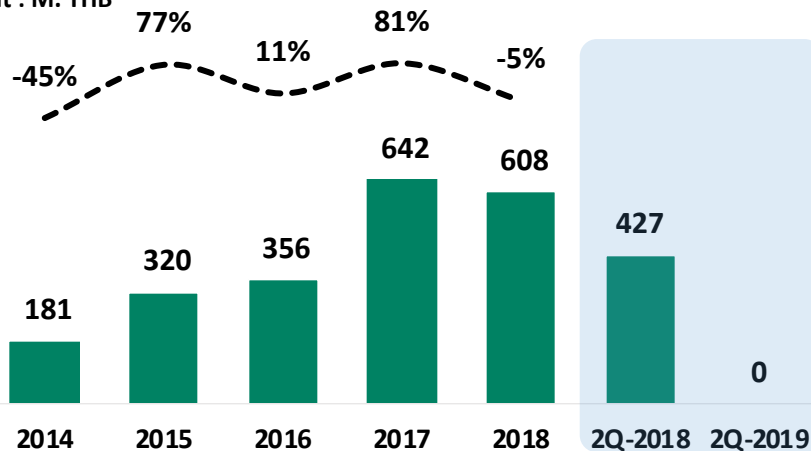
\*Note: Proportion of Land Sales and Recurring Income is excluding other incomes.

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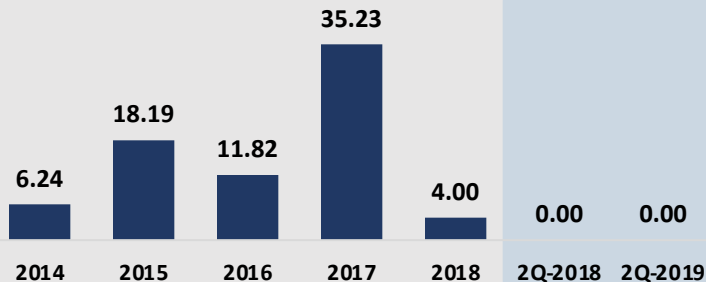
# Real Estate Sales

## Land Sales: Revenue & Growth (%)

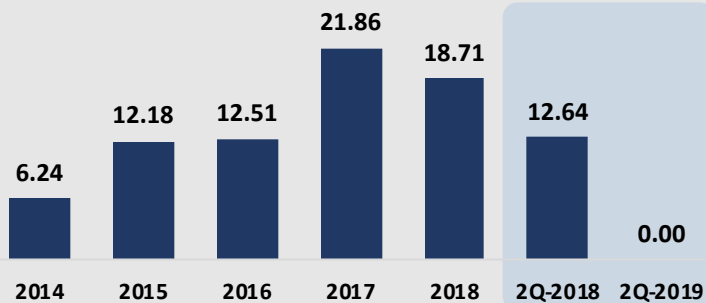
Unit : M. THB



## Pre-Land Sale



## Land Transfer



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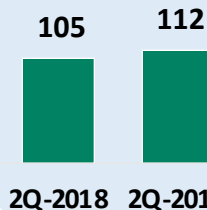
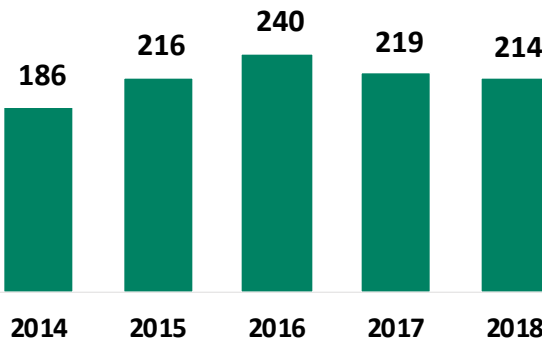
Note: 1 Hectare = 6.25 Rai

# Utility Services

## Utility Services: Revenue & Growth (%)

Unit : M. THB

24% 16% 11% -9% -2%



International standard level of telecommunication



Reserved water tanks total capacity of 31,000m<sup>3</sup>



High quality stable power supply with 2 independent sources (national grid and Amata Power Bien Hoa)



Waste water treatment plant of 12,000m<sup>3</sup>/day

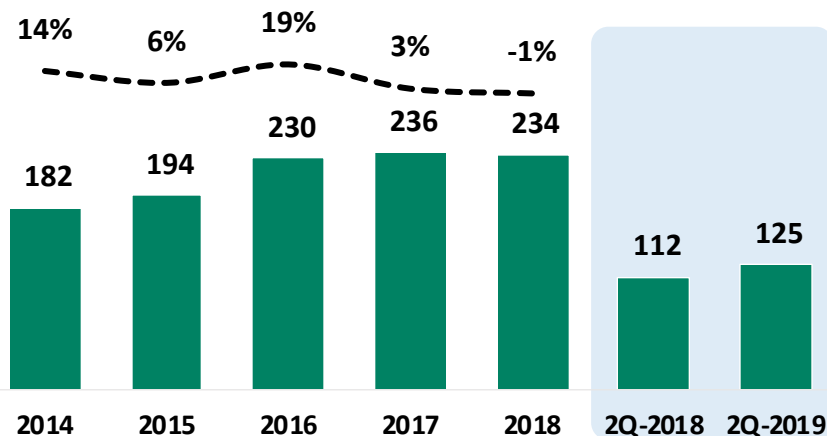
**Note:**

Utility Services includes water supply and treatment and management of common areas of Industrial estates, garbage / solid waste fee and other utility maintenance services

# Rental: Ready Built Factory and Commercial Rental

## Rental: Revenue & Growth (%)

Unit : M. THB



Note: Ready Built Factory Size range from 1,000 – 5,000 m<sup>2</sup> (total area of aprx.130,000 m<sup>2</sup>)

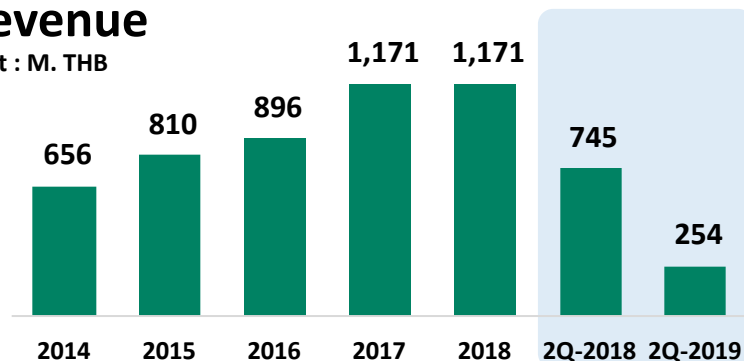


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# Operating Results Summary

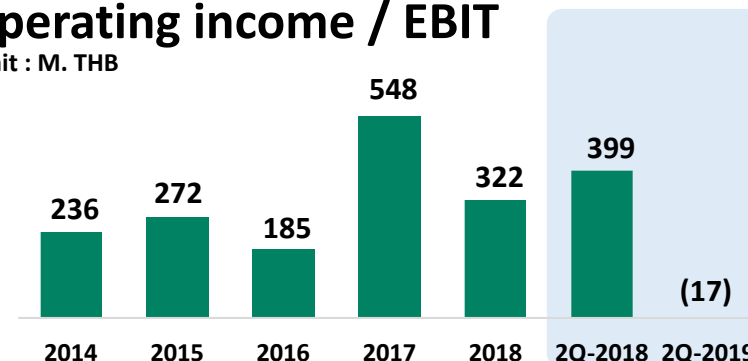
## Revenue

Unit : M. THB



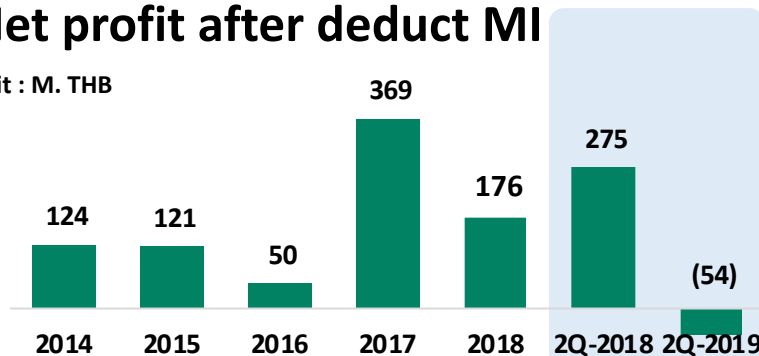
## Operating income / EBIT

Unit : M. THB

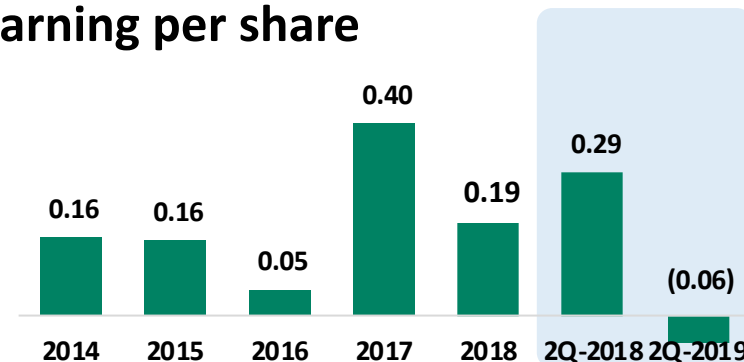


## Net profit after deduct MI

Unit : M. THB



## Earning per share

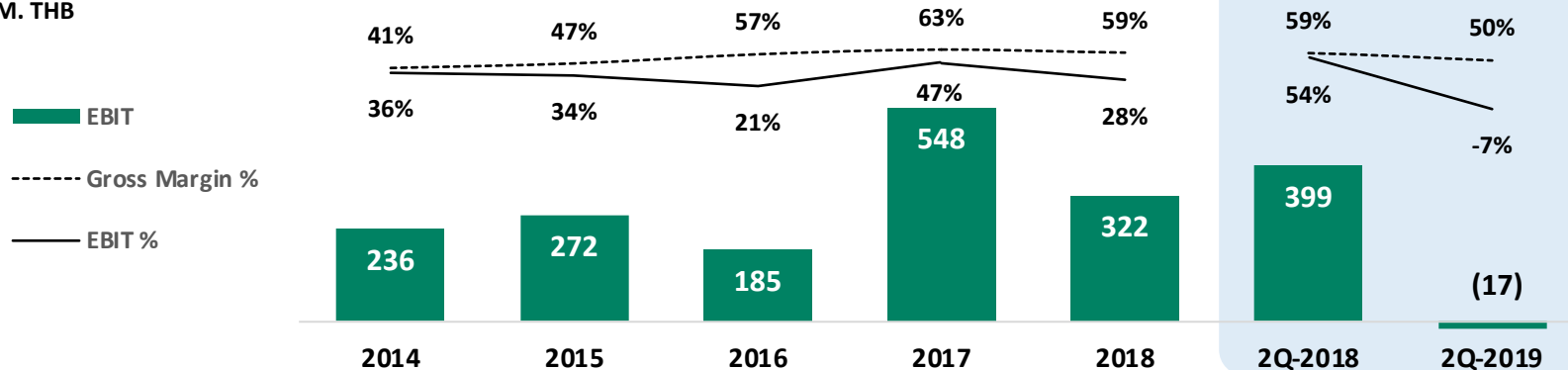


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# Operating Results – Revenue and Gross Margin

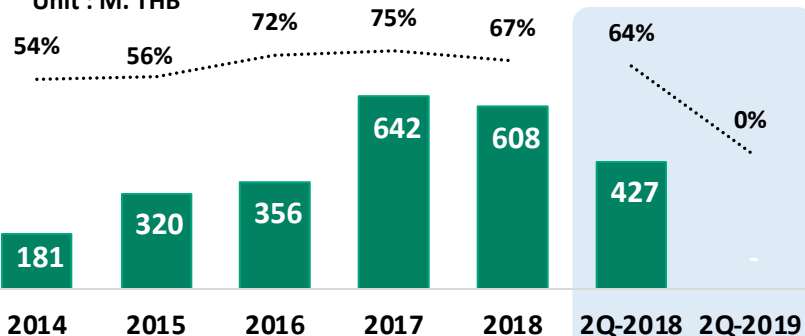
## Gross Margin % & EBIT (% and value)

Unit : M. THB



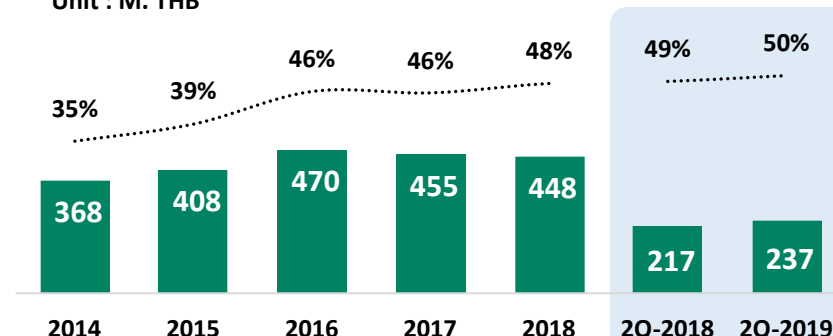
## Real Estate Sales and Gross Margin

Unit : M. THB



## Recurring Income and Margin

Unit : M. THB



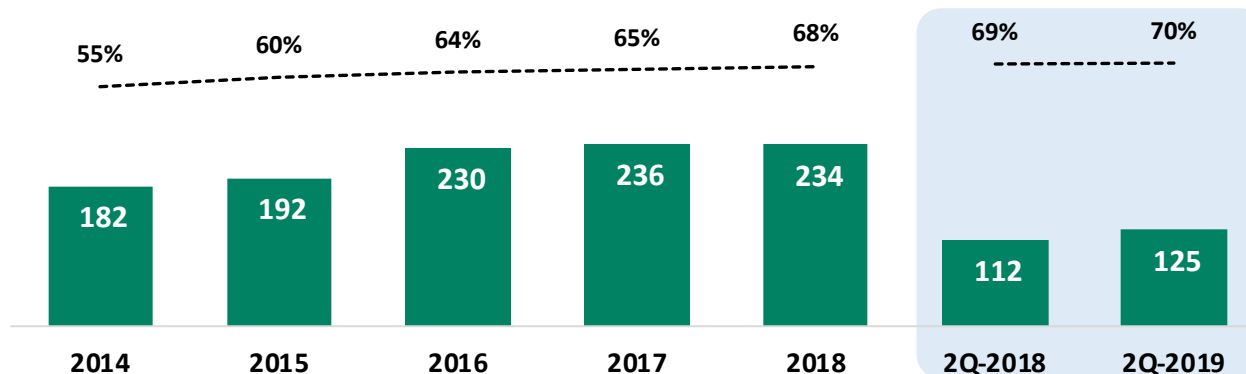
# Operating Results – Revenue and Gross Margin

## Gross Margin

55% 60% 64% 65% 68%

## Rental Revenue

Unit : M. THB

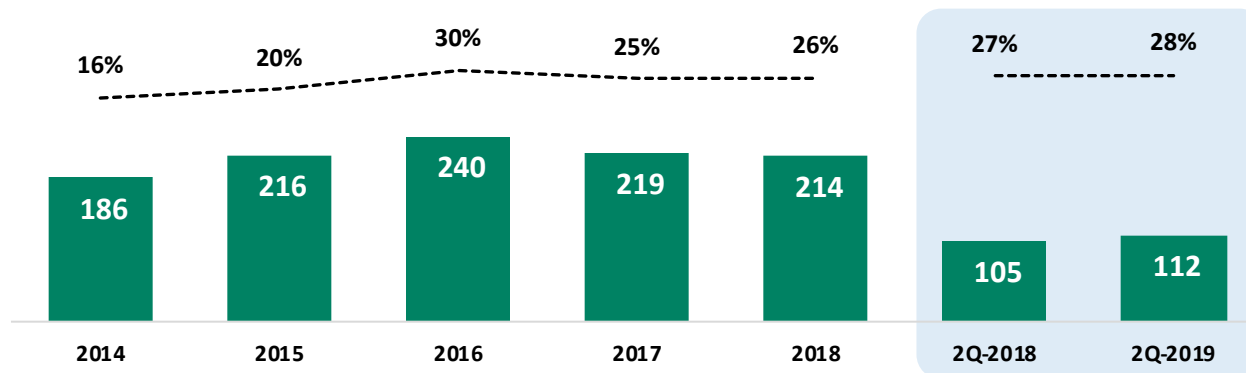


## Gross Margin

16% 20% 30% 25% 26%

## Utility Services Revenue

Unit : M. THB



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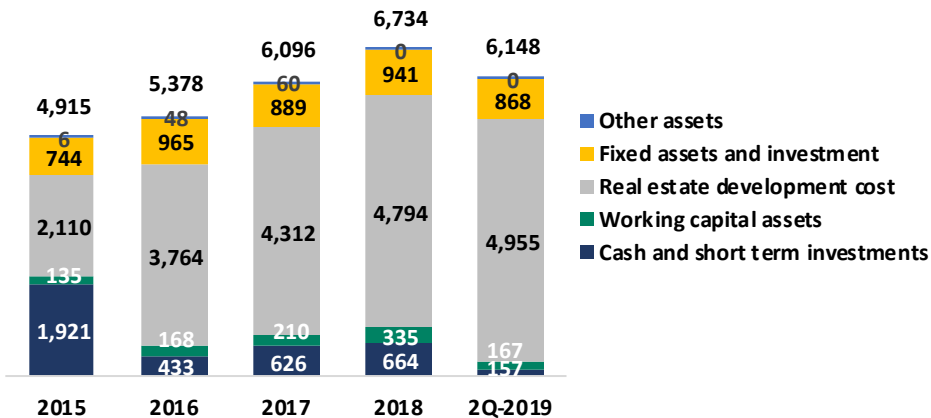
# Financial Performance

	Avg 2018 (6M)	Evolution	2Q-2018	2Q-2019	Evolution
	(Million Baht)	%	(Million Baht)	(Million Baht)	%
Revenue	585	-57%	745	254	-66%
Operating profit reported	161	-110%	399	-17	-104%
Financial Expense	-9		-7	-20	
Income Tax Expense	-48		-81	-16	
Net Profit	104	-152%	275	-54	
Net Profit (after deduct MI)	88	-159%	310	-52	-117%
Net Profit (after deduct MI) in %	15%		42%	-20%	

# Balance Sheet

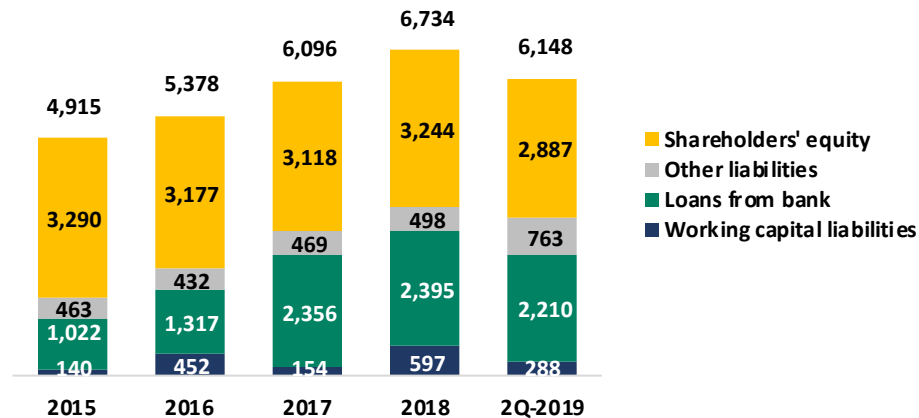
## ASSET BREAKDOWN

Unit : M. THB

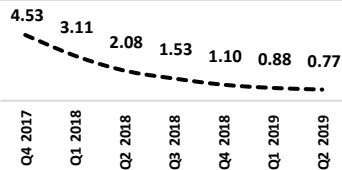


## Liabilities and equity breakdown

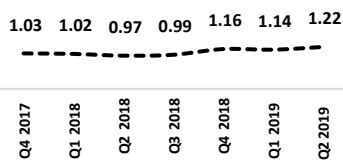
Unit : M. THB



### Current Ratio

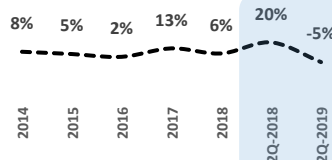


### Debt-to-Equity

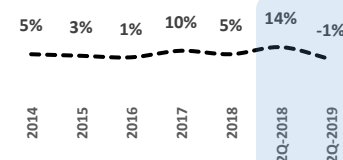


Note: Interest bearing debt to equity : 0.8x

### Return on Equity



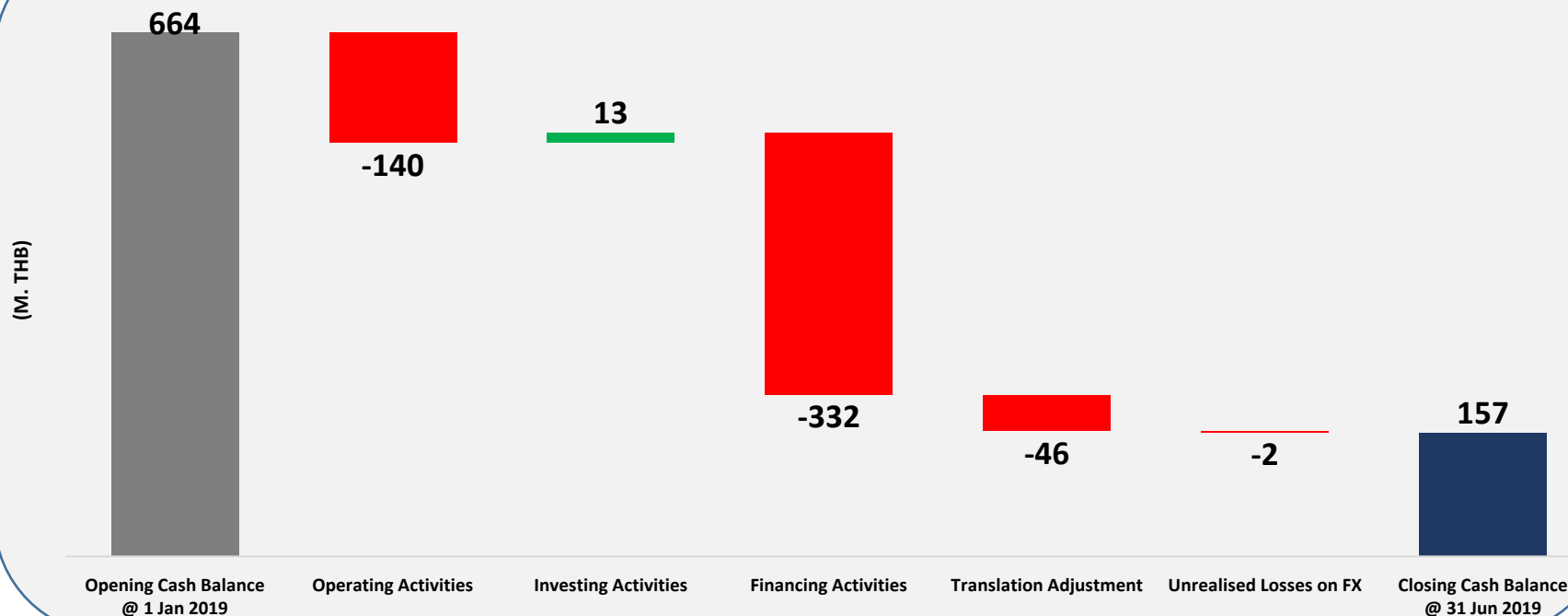
### Return on Asset



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# Cash Flow Statement

AMATA VN CASH FLOW SUMMARY [M. THB]



**Amata VN  
Overview**

**2Q-2019  
Financial  
Results**

**Going  
Forward**

**Appendix**

# Continuous Growth of Vietnam



## 2019 Economic Figures



FDI

**\$20.2 bn**

7 months 2019

GDP

**6.71%**

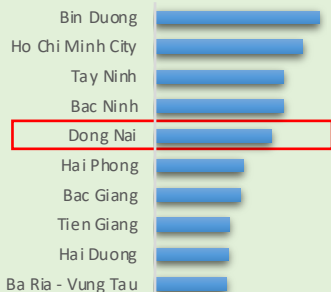
2<sup>nd</sup> Quarter



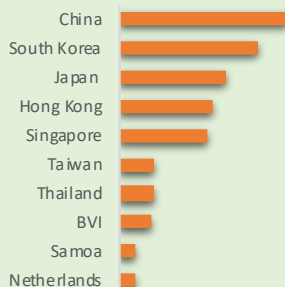
**93.7** million people



### Top 10 provinces



### Top 10 countries



Vietnam maintain strong economic figures:

FDI US\$ 20.2 billion

2<sup>nd</sup> quarter GDP growth 6.71%

GDP inline with 2019 target approved by National

Assembly of 6.6% - 6.8%

Source: General Statistics Office of Vietnam

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# Update of Projects in the South



Amata City Bien Hoa

- ❖ Process of obtaining Investment Certificate for new Phase ongoing
- ❖ In discussion with potential client for commercial area



Amata City Long Thanh

- ❖ Started pre-construction work on land clearance
- ❖ Target remain to start development and marketing activities within 2019 to recognize revenue in 2020



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# Update of Project in the North

## Amata City Halong



- ❖ Land compensation for first phase completed
- ❖ Start pre-construction work
- ❖ Target remain to start development and marketing activities within 2019 to recognize revenue in 2020

# Going Forward



**Strong demand supported by continuous growth of Vietnam**



**Revenue for 2019 from Amata City Bien Hoa with focus on commercial area**



**Amata City Long Thanh and Amata City Halong to contribute next year's revenue**



**Strategic partnership to accelerate growth and capture potential**



**Amata VN  
Overview**

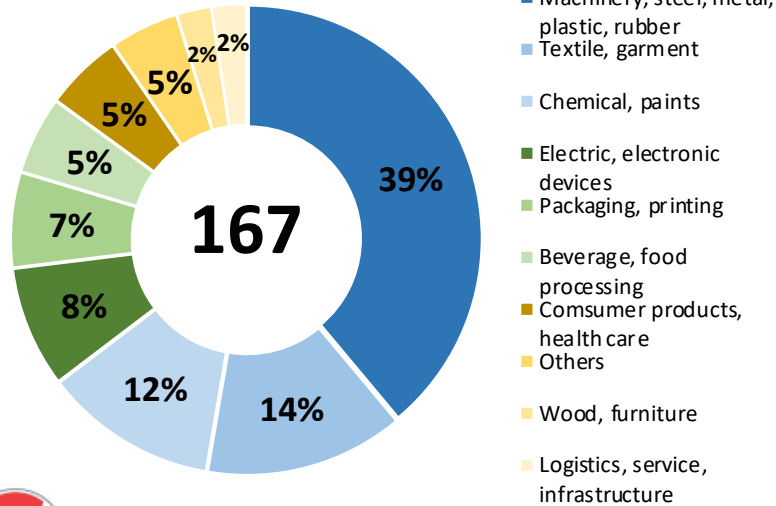
**2Q-2019  
Financial  
Results**

**Going Forward**

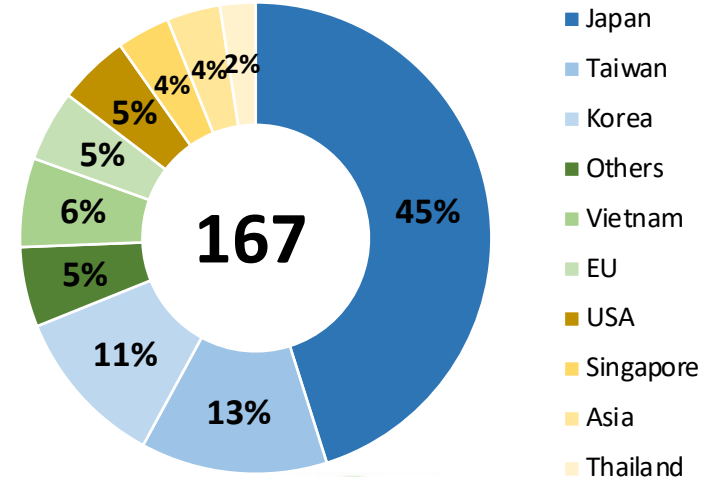
**Appendix**

# Customer Profile

By Industry



By Nationality



YKK



SHISEIDO

brother

TOSHIBA

NOK

MITSUBA

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\*Updated June 2018

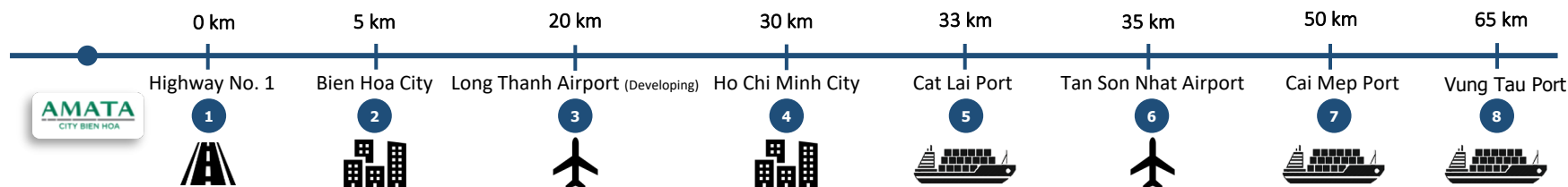
# Amata City Bien Hoa

## Project Description

Grantor	Dong Nai Industrial Zone Authority (DIZA)
Total Granted Area	700 hectares or 4,375 rais
Current Approved Area	513 hectares or 3,206 rais
Location	<ul style="list-style-type: none"> <li>Located in Bien Hoa City, Dong Nai Province</li> <li>Next to the crossroad of Highway No. 1 and Highway No. 15</li> <li>Highway No. 1 : the main north to south route connecting various big cities including Hanoi, Ho Chi Minh, and Bien Hoa</li> <li>Highway No. 15 : connects to Highway No.51, linking Amata City (Bien Hoa) to Cai Mep Port and Vung Tau Port</li> </ul>



## Strategic Location

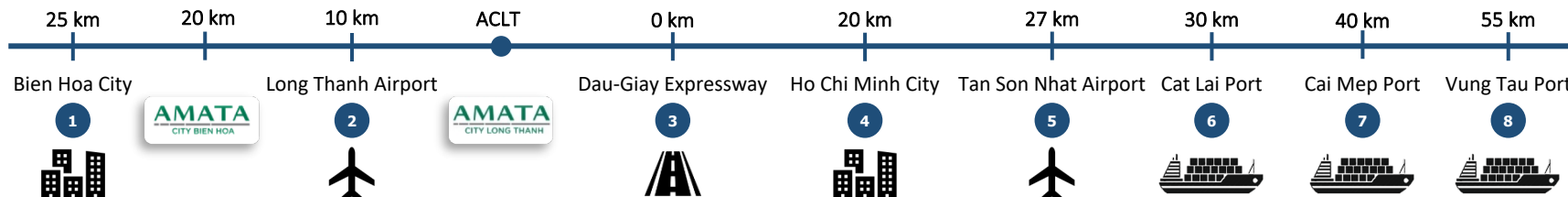


# Amata City Long Thanh & Amata Township Long Thanh

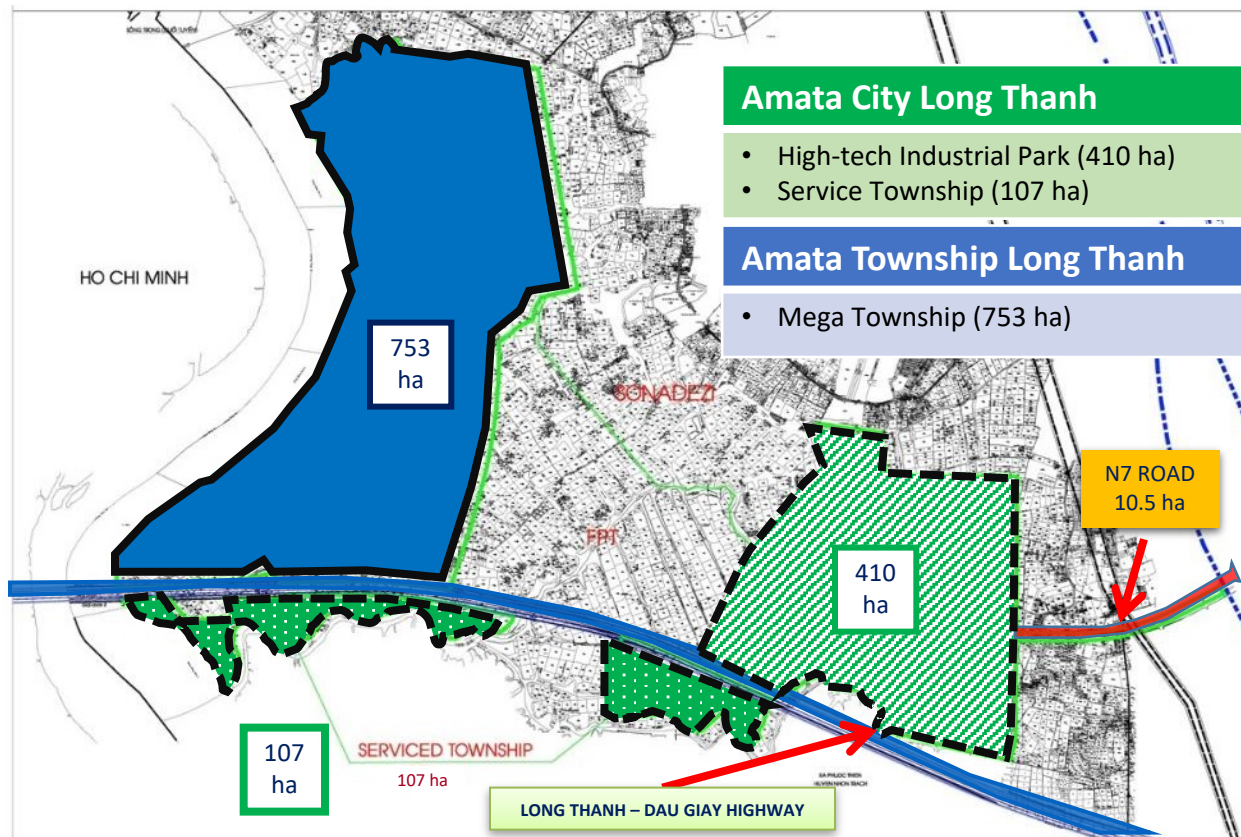
Project Description	
Grantor	Dong Nai Industrial Zone Authority (DIZA)
Total Granted Area	1,252 hectares or 7,825 rais
Location	<ul style="list-style-type: none"> <li>Located in Long Thanh City, Dong Nai Province</li> <li>On New HCMC – Long Thanh - Dau-Giay Expressway: 6-lane expressway opened in February 2015</li> <li>Highway No.51, linking to Cai Mep Port and Vung Tau Port</li> </ul>
Highlight	<ul style="list-style-type: none"> <li>Granted Investment certificate for High Tech Industrial Park 410 ha in June 2015</li> <li>Granted Investment certificate for Service City Township 55.4 ha in March 2016</li> <li>Granted Investment certificate for Township 753 ha in July 2016</li> </ul>



## Strategic Location



# Amata City Long Thanh & Amata Township Long Thanh



## Amata City Long Thanh

- High-tech Industrial Park (410 ha)
- Service Township (107 ha)

Industrial Park  
Urban Development

## Amata Township Long Thanh

- Mega Township (753 ha)

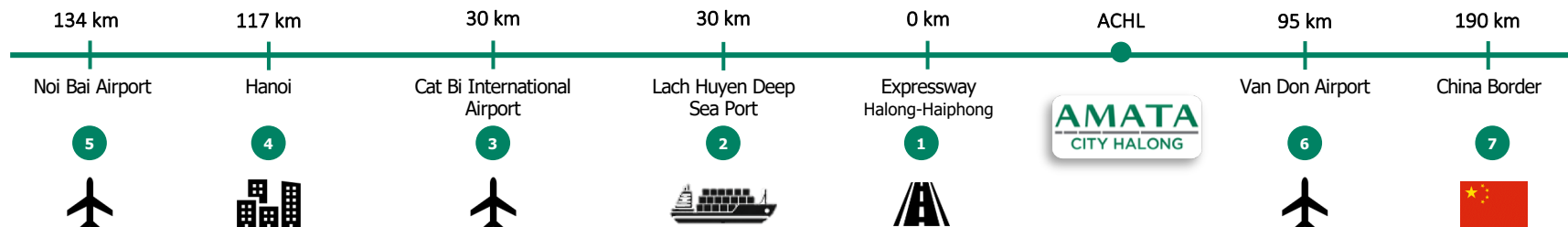
Urban Development

# Amata City Halong

<b>Grantor</b>	Quang Ninh Economic Zone Authority (QEZA)
<b>Total Area</b>	Expected 5,789 hectares or 36,000 rais
<b>Current Approved Area</b>	714 hectares or approximately 4,430 rais
<b>Location</b>	<ul style="list-style-type: none"> <li>Located in Quang Ninh Province</li> <li>On new Highway No. 5 connecting Hanoi, Haiphong and Halong</li> <li>Near the new Lach Huyen Deep Sea Port</li> <li>Proximity to China Border</li> </ul>



## Strategic Location



# Contact

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Jun, 2019

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